



FY27 Microsoft Teams Meeting Room Registration Program

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Agenda

- Welcome
- Program Overview
- Registration Process Demo
- Resources
- Q&A

Teams Meeting Rooms Program Overview

Microsoft Teams Rooms (MTR) Program

FY27 Program

Program Summary

The Microsoft Teams Rooms (MTR) Program is an invitation-only, partner-led program offering discretionary marketing funds to eligible Program Partners who run quarterly approved Marketing Tactics that promote Microsoft Teams Rooms.

Program Term

July 1, 2026 – June 30, 2027 (FY27). Microsoft nominates partners and the Quick to Market (QTM) team enrolls them into the Program.

Measure and Reward

- Engage in approved quarterly Marketing Tactics and deliver the required KPIs.
- Submit Proof of Execution (POE) and accessory documents through the Partner Community Portal within 45 days of completing an activity; invoice within 45 days of POE approval.
- Discretionary marketing (MS) Funds are paid once the activity is completed, reporting is submitted, and POE is approved — amounts per Exhibit A / Funding Form.

Partner Eligibility

Agreement: Active Microsoft AI Cloud Partner Program Agreement, maintained for the Program Term.

Partner must:

- Be invited by Microsoft
- Accept the FY27 MTR Terms & Conditions
- Complete Payment Central onboarding & profile setup

Enrolled by the QTM team; maintain two contacts (Primary + Accounting).

How It Works

Invitation-only: Microsoft nominates targeted partners and the QTM team enrolls eligible partners at Microsoft's discretion, subject to Program capacity.

Approved quarterly Marketing Tactics include:

- Awareness events & conferences, Audience Conversion Events, Proof of Concept (PoC)
- Telemarketing, SPIFF, social media, digital & display advertising, campaign landing pages

Deliver the required KPIs — attendance, NSAT, leads, units sold, account wins, impressions, CTR — then submit POE for payment.

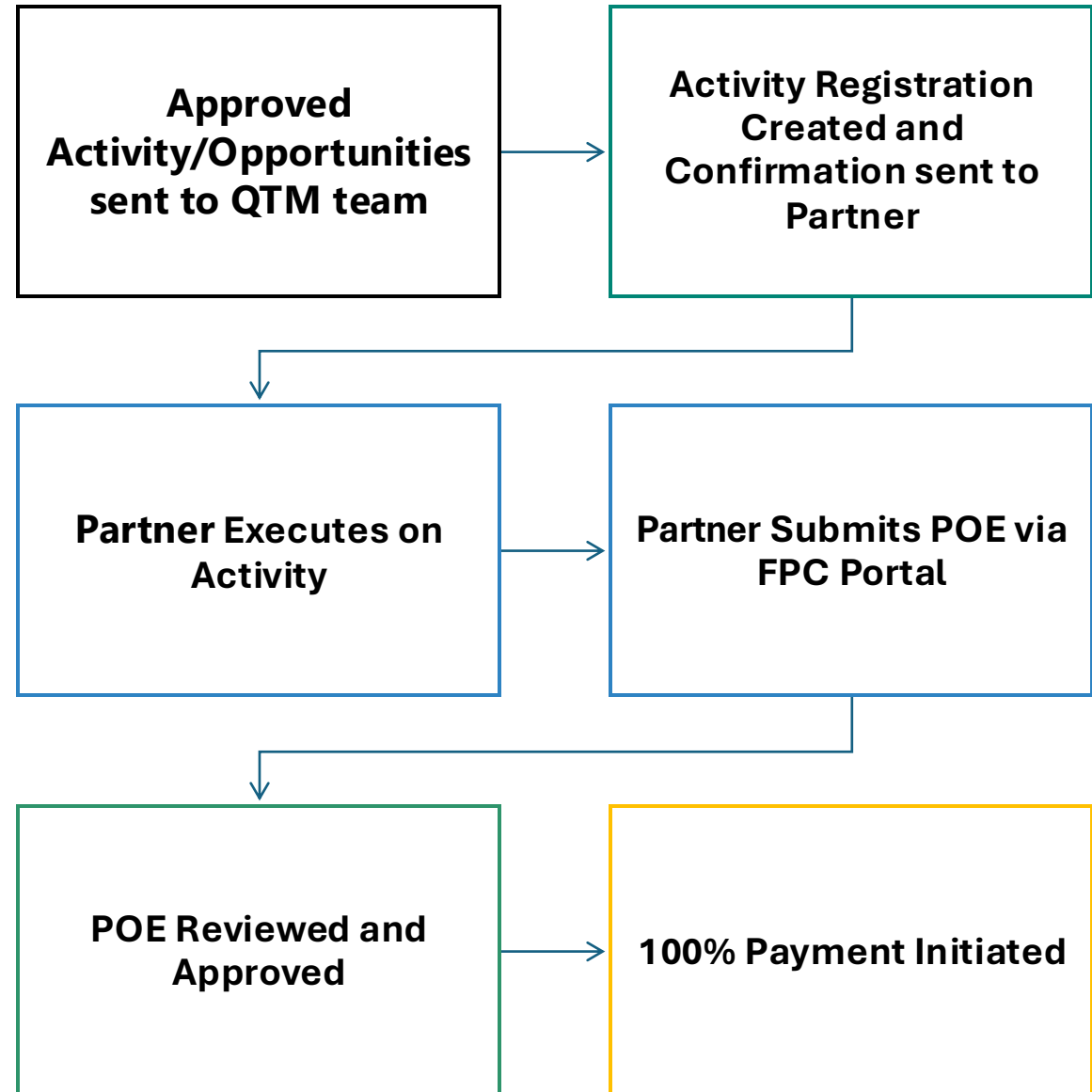
Microsoft Teams Rooms (MTR) Program

FY27 Program

Program Overview	Invitation-only program offering discretionary marketing funds to eligible Program Partners for quarterly approved Marketing Tactics that promote Microsoft Teams Rooms. Program Term: July 1, 2026 – June 30, 2027 (FY27).
Marketing Tactics & KPIs	Approved quarterly tactics include awareness events & conferences, Audience Conversion Events, Proof of Concept (PoC), telemarketing, SPIFF, social media, and digital, display & search advertising with campaign landing pages. Partners deliver the required KPIs — e.g., attendance, NSAT, leads, units sold, account wins, impressions, and click-through rate (CTR).
Approach & Nominations	Invitation-only. Microsoft nominates targeted partners and the Quick to Market (QTM) team enrolls eligible partners. Invitations are at Microsoft's sole discretion — based on performance, location, and expertise — and are subject to Program capacity.
Award & Payment	Discretionary marketing (MS) Funds per Exhibit A / Funding Form, paid after the activity is completed, reporting is submitted, and POE is approved. Submit POE and accessory documents through the Partner Community Portal within 45 days of completing an activity; invoice within 45 days of POE approval.
Eligibility	Active Microsoft AI Cloud Partner Program Agreement; invited by Microsoft; accepted the FY27 MTR Terms & Conditions; completed Payment Central onboarding and profile setup. Maintain a minimum of two contacts (Primary + Accounting).

QTM Microsoft Teams Rooms Program Flow Overview

- Program Sponsor
- QTM Registration Team
- Payment Operations
- Partner



Teams Meeting Rooms Partner Program - Onboarding Process



Invite

Invited partners will be sent Program Agreements

Required information for invitation (provided by business sponsor):

- [Program Contact](#)
- [Program Email](#)
- [Partner ID](#)

Note: Requests are processed weekly



Redeem your invitation

Email invitation will come from:
PXPartnerOnboarding@microsoft.com

Note: Invitation valid for 60 days.

Use the unique invitation code to [redeem your invitation](#).

Or Login to the FPC Portal

Use your organization's Microsoft Entra ID

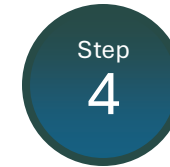


Accept the Terms and Conditions

Review the [Terms and Conditions](#) of the program.

Accept the Terms and Conditions.

Additional resources for the program will be available in the communication



Payment Central

Required for incentive payments

Information required:

- Organization's credentials
- Accounting Contact
- Payment Central Contact and Preferred Currency

Email from Payment Central

- Sent to Payment Central contact to finalize setup.



Welcome Email Confirmation

Welcome to the Teams Meeting Rooms Program!

Your organization's POC will receive an email confirmation that the organization has been fully onboarded to the program.

QTM Registration Process Demo

Resources

QTM Registration/Onboarding Resources

Onboarding

- Get access to the Partner Community Portal: [KA-01014 - Getting Started with Quick to Market Programs](#)
- Accept the Terms and Conditions: [KB-01533 - Portal Resource: Agreements](#)
- Complete the required Onboarding steps: [KA-01014 · FastTrack Partner Community Portal](#)
- Add new users: [KB-01501 - Program Membership Self-Service Form](#)

Registration

- Upload your customer registration: [KB-01670 - How to Submit a Customer Registration](#)
- Validate a SOW before signing with the QTM Document Review feature: [KB-01860 - Preparing SOW and POE Documents](#)

Teams Meeting Rooms Program Resources

- Program Info Knowledge Article: <https://aka.ms/MTRProgramInfo>
- Terms and Conditions: <https://aka.ms/MTRTerms>
- Marketing Tactics Evidence Examples: <https://aka.ms/MTRPOEEvidenceDocs>
- Partner Plan Template: <https://aka.ms/MTRMarketingTemplate>
- Proof of Execution Template: <https://aka.ms/MTRPOE>